

**To:** Paul Levy[paul.levy@brownells.com]  
**Cc:** [REDACTED]@gmail.com; [REDACTED]@gmail.com; Linda Gill[Linda.Gill@brownells.com]; [REDACTED]@mail.ru  
**From:** Alexander Gorodetskiy  
**Sent:** 2016-08-30T08:04:38Z  
**Importance:** Normal  
**Subject:** Re[6]: AKADEMIA - Russian weapon accessories company  
**Received:** 2016-08-30T08:05:21Z

One of our russian colleagues, he owns a business in Russia and lives in Miami. We asked him to deliver the shipment for you. If you will be satisfied with the products and prices we would like to work directly with you.

We researched the situation with our products in US and found out that our goods currently being sold at around 3-4 times more than our pricelist. For example: <https://www.legionusa.com/red-heat-ak-picatinny-rail-for-dust-cover-snake.html> and <https://www.legionusa.com/muzzle-brake-storm-by-red-heat.html> - couple of our best sellers in Russia, which costs \$65-\$80 (and even more in differeant shops) in US. We can sell it to you for like \$15-\$20 (discount could be even bigger depending on qty's).

Also, we can produce a wide range of different products, for example complete tuning kits for AR.

In September we are preparing to start selling innovative rings for high precision scopes in Russia and Europe. We use a new technology there which was developed in Russia. I will send you the details in 2 weeks.

Понедельник, 29 августа 2016, 22:33 +03:00 от Paul Levy <paul.levy@brownells.com>:

Alexander,

Who did the importing on this item?

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**From:** Alexander Gorodetskiy [mailto:ag@gunfighters.ru]  
**Sent:** Thursday, August 25, 2016 9:27 AM  
**To:** Paul Levy <paul.levy@brownells.com>  
**Cc:** [REDACTED]@gmail.com; Linda Gill <Linda.Gill@brownells.com>  
**Subject:** Re[4]: AKADEMIA - Russian weapon accessories company

Dear Paul!

Sorry for the delay, we were working on the papers on our side. Now it worked out.

The shipment is already in the US and you will receive it soon.

You will receive it via USPS, the tracking number is 9405503699300381392946

Hope you will like the goods.

Best regards, Alexander Gorodetskiy

Четверг, 28 апреля 2016, 18:14 +03:00 от Paul Levy <[paul.levy@brownells.com](mailto:paul.levy@brownells.com)>:

Good morning,

Approval has been granted for the importation of your parts. Only the items & quantities noted on the attached Form 6 should be sent.

Upon shipment, please send a copy of the commercial invoice, copy of the permit Form 6 (attached), and a packing list with weight & item descriptions to the following address:

TLR

PO Box 30419

Portland, OR 97294

We look forward to reviewing the parts.

Thank you,

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**From:** Александр Городецкий [<mailto:ag@gunfighters.ru>]  
**Sent:** Thursday, April 21, 2016 5:09 AM  
**To:** Paul Levy <[paul.levy@brownells.com](mailto:paul.levy@brownells.com)>  
**Cc:** Geoff Esterline <[geoff.esterline@brownells.com](mailto:geoff.esterline@brownells.com)>; Rob McAllister <[rob.mcallister@brownells.com](mailto:rob.mcallister@brownells.com)>; [REDACTED] <[REDACTED]@gmail.com>  
**Subject:** Re[2]: AKADEMIA - Russian weapon accessories company

Hello Paul!

How its going with the papers? Do u need any additional information?

Четверг, 17 марта 2016, 15:46 +03:00 от Paul Levy <[paul.levy@brownells.com](mailto:paul.levy@brownells.com)>:

Alexander,

Good to hear from you. I'm glad you were able to discuss your product line with the Brownells team members.

We would be happy to review samples of your products. However, could you first advise what particular items you would like to ship? We will need to ensure the proper import regulations are followed.

If we decide to inventory your product in the future, that would not be a problem, as Brownells is an experienced importer.

Thank you,

**From:** Александр Городецкий [<mailto:ag@gunfighters.ru>]  
**Sent:** Wednesday, March 16, 2016 12:55 AM  
**To:** Paul Levy <[paul.levy@brownells.com](mailto:paul.levy@brownells.com)>  
**Cc:** Geoff Esterline <[geoff.esterline@brownells.com](mailto:geoff.esterline@brownells.com)>; Rob McAllister <[rob.mcallister@brownells.com](mailto:rob.mcallister@brownells.com)>; [REDACTED] <[REDACTED]@gmail.com>  
**Subject:** AKADEMIA - Russian weapon accessories company

Dear Paul,

My name is Alexander Gorodetsky, CEO of the Russian weapon supplies manufacturer "AKademia." Our company is focusing on manufacturing AK supplies in Russia and we are interested in finding dealers in the USA for our products.

In December of 2015 Pete Brownell, President of Brownells, visited Russia. We met in Moscow where I showed him some of our products. Mr. Brownell liked them and scheduled a meeting at the IWA 2016 in Germany, held earlier this month.

At the IWA we met with Rob McAllister, Geoff Esterline and Olav Aas. These gentlemen confirmed the interest of Brownells in our products. Mr. Esterline recommended that I contact you on shipping some samples of my products to your company to test them and make a final decision on importing them.

As we discussed at the IWA – it seems to be a good time to buy from Russia. The weakness of the Russian ruble is a good opportunity for American importers. For example, we made this product: <http://www.brownells.com/rifle-parts/muzzle-devices/compensators-amp-muzzle-brakes/ar-15-dragon-muzzle-brake-prod60294.aspx> in Russia. Your current retail price is \$125. We produce the same thing domestically with a wholesale price around \$25-30 (including our interest).

And just to be clear: Our company is not on the current economic sanctions list and has no restrictions selling to your country.

So, I am asking you to give me the shipping address in the U.S. and I will send you some samples for testing.

I am happy to answer any questions and provide any additional information!

I also copied Maria Butina, our consultant on the American market. Maria speaks English and frequently visits the USA. She is a good friend of Mr. Brownell in the NRA and has been Brownells' guest in Iowa. Please feel free to contact her as well. She is, as Russians say «on the ground» - just more close to you physically.

We have 2 brands - Akademia and Ankon (prices for both are in the application)

Have a good day,

Sincerely,

Alexander Gorodetsky

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С уважением, Александр Городецкий

<http://www.gunfighters.ru/>

<http://www.practicalshooting.info/>

Телефон: [REDACTED]

**Paul Levy**

Merchandise Manager - General Products





Email: [paul.levy@brownells.com](mailto:paul.levy@brownells.com)

Address: 3006 Brownells Pkwy, Grinnell, IA 50112



Order Line: 1-800-741-0015




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С уважением, Александр Городецкий  
Исполнительный директор компании "AKADEMIA"

<http://www.gunfighters.ru/>

<http://www.practicalshooting.info/>

Телефон: 

**Paul Levy**

**Merchandise Manager - General Products**



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С уважением, Александр Городецкий  
Исполнительный директор компании "AKADEMIA"  
<http://www.akademiakb.com/>  
<http://www.gunfighters.ru/>  
Телефон: [REDACTED]

**Paul Levy**

**Lead Product Manager**



Email: [paul.levy@brownells.com](mailto:paul.levy@brownells.com)  
Address: 3006 Brownells Pkwy, Grinnell, IA 50112



Order Line: 1-800-741-0015



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С уважением, Александр Городецкий

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